Chat 24/7 Live Chat Features, Categories, Transcript Distribution

Feature	Data Acquisition	Lead [1]	Consumer Prospect [2]	Franchise Prospect [3]	Employment Prospect [4]	Customer Service	Complaints	Website Issue	Sales Issue	Vendor	No Response / Other
Online Text Chat	No Name	Not Sent	Not Sent	Not Sent	Not Sent	Not Sent	Sent / Free	Sent / Free	Sent / Free	Not Sent	Not Sent
Online Text Chat	Name, No Phone and No Email	Not Sent	Not Sent	Not Sent	Not Sent	Not Sent	Sent / Free	Sent / Free	Sent / Free	Not Sent	Not Sent
Online Text Chat	Name , Phone and/or Email	Sent / \$	Sent / Free	Sent / Free	Sent / Free	Sent / Free	Sent / Free	Sent / Free	Sent / Free	Sent / Free	May Send /Free
Teleconferencing [5]	Visitor/Sales Team Live Voice Call	Sent / \$	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Scheduling [5]	Appointment	Sent / \$	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

- [1] "Lead" is a chat visitor that meets <u>all</u> of the script qualifications set out initially by the subscriber
- [2] "Consumer Prospect" is a chat visitor that meets most, but not all_of the script qualification set out initially by the subscriber.
- [3] "Franchise Prospect" is a chat visitor that meets most, but not all, of the script qualification set out initially by the subscriber.
- [4] "Employment Prospect" is a chat visitor that meets most, but not all, of the script qualification set out initially by the subscriber.
- [5] Optional Features: Visitor qualified as "Lead" prior to offer of Teleconference option. If sales team is not avaiable, Appointment is requested.